

Message Text

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21

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 030827Z MAY 74

FM AMEMBASSY BUDAPEST

TO USDOC WASHDC

INFO SECSTATE WASHDC 1253

AMEMBASSY MOSCOW

AMEMBASSY VIENNA

AMEMBASSY WARSAW

UNCLAS BUDAPEST 1088

E.O. 11652: N/A

TAGS: BEXP, HU

SUBJ: AVIATION GROUND SUPPORT TRADE MISSION

VIENNA FOR EWTC

1. SUMMARY: MISSION DEPARTED WARSAW MAY 1 FOLLOWING FOUR DAYS OF GROUP AND INDIVIDUAL MEETINGS WITH POLISH REPRESENTATIVES IN THE AVIATION AND ELECTRONICS INDUSTRIES. POLISH ORGANIZATIONS EXPRESSING AN INTEREST IN MISSION MEMBERS' EQUIPMENT INCLUDED PEZETEL FOREIGN TRADE ENTERPRISE, CIVIL AVIATION INSTITUTE OF MINISTRY OF CIVIL AVIATION, METRONEX FOREIGN TRADE ENTERPRISE, ORBIS, MINISTRY OF AVIATION INDUSTRY, AND COMMERCIAL AGENCIES PLYMAR AND POLYGLOR.

2. AT ROUND UP MEETING COMPANIES EXPRESSED HIGH PRAISE FOR TOTAL EMBASSY EFFORT IN SUPPORT OF MISSION. COMPANIES REPORTED THEY HAD ACCOMPLISHED ALL OBJECTIVES OF WARSAW STOP. ALL EXPECTED FOLLOW UP CONTACTS MADE DURING COURSE OF MISSION, WITH MOST ANTICIPATING SLAES WITHIN 12 MONTH PERIOD. ALTHOUGH NONE OF MISSION MEMBERS REPORTED ON THE SPOT SALES, ONE FIRM RECEIVED SPECIFIC REQUESTS FOR QUOTATIONS, ANOTHER WAS TOLD THAT SPECIFIC COMMERCIAL INQUIRIES WOULD BE FORTHCOMING. SPERRY REPRESENTATIVE, WHO ARRIVED LATE, PLANS RETURN VISIT TO WARSAW TO COMPLETE

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DISCUSSIONS INITIATED DURING MISSION.

3. JANKOWITZ/SMITH MEETING WITH AMBASSADOR AND E/C STAFF
EXPLORED DIFFERENCES BETWEEN MOSCOW AND WARSAW AND MISSION
PLANNINGS. SPECIFIC RECOMMENDATIONS TO FOLLOW.

4. MISSION EXPENDITURES CONSIDERABLY UNDER BUDGET.
MUDD

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 03 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974BUDAPE01088
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740106-0723
From: BUDAPEST
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740577/aaaacrfg.tel
Line Count: 68
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: elyme
Review Comment: n/a
Review Content Flags:
Review Date: 18 OCT 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18 OCT 2002 by MorefiRH>; APPROVED <03 JAN 2003 by elyme>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: AVIATION GROUND SUPPORT TRADE MISSION VIENNA FOR EWTC
TAGS: BEXP, HU
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005